

Monthly Sales Bulletin : UNIQLO JAPAN Operations for Year to August 2007 (September 1, 2006-August 31, 2007)

September 5, 2007
FAST RETAILING CO., LTD.

		% Change Over Previous Year														
		Sep '06	Oct '06	Nov '06	Dec '06	Jan '07	Feb '07	Six months to Feb '07	Mar '07	Apr '07	May '07	Jun '07	Jul '07	Aug '07	Six months to Aug '07	Year to Aug '07
Existing Stores (568 stores)	Net Sales	112.6	95.5	108.0	96.7	108.9	103.3	102.9	107.4	106.9	97.9	98.7	88.3	98.6	99.4	101.4
	Customer Numbers	109.8	98.9	105.7	96.1	108.1	101.9	102.7	102.7	102.9	95.1	96.7	88.6	95.2	96.5	99.8
	Average Purchase per Customer	102.6	96.6	102.2	100.5	100.7	101.4	100.2	104.5	103.8	102.9	102.1	99.6	103.6	103.0	101.5
Directly-managed Stores (730 stores)	Net Sales	120.8	100.7	114.8	103.1	115.1	108.7	109.1	114.3	114.1	105.6	105.9	95.5	106.1	106.6	108.0
	Customer Numbers	118.3	105.1	113.0	103.6	115.2	107.8	109.7	110.2	110.8	103.3	104.3	96.6	103.1	104.3	107.1
	Average Purchase per Customer	102.1	95.8	101.6	99.6	99.9	100.8	99.5	103.7	103.0	102.2	101.6	98.9	102.9	102.2	100.8
Directly-managed Stores + Direct Sales	Net Sales	120.8	101.0	115.3	103.8	114.7	108.7	109.5	114.3	114.3	106.3	106.5	96.1	106.4	107.1	108.4
	Customer Numbers	118.4	105.2	113.3	103.8	115.1	107.9	109.9	110.3	111.1	103.7	104.6	96.9	103.2	104.6	107.3
	Average Purchase per Customer	102.0	96.0	101.8	100.0	99.7	100.8	99.6	103.6	102.9	102.5	101.8	99.2	103.1	102.4	101.0

Notes:

Existing stores: The change in the number of stores from the beginning through to the final day of the business year.
 Directly-managed stores: Refers to existing stores, plus store changes of less than a year's duration as of previous business year end, plus new store openings in the current business year.
 Direct Sales: Total direct mail and corporate sales
 (This data refers purely to UNIQLO stores within Japan and does not include any UNIQLO stores outside of Japan or non-UNIQLO businesses.)

Sales Comment for the Month of August 2007

Store Information

New stores: None

Store Closures: 3 stores

UNIQLO: 2 stores, UNIQLO KIDS: 1 store

Note: One of the above UNIQLO stores has simply undergone a shift to direct management under the staff franchisee system and this store will still be open for business from September onwards.

Sales Information

August 2007 existing-store sales decreased by 1.4% year on year while sales at direct-run stores increased by 6.1%.

Total sales including direct sales increased by 6.4%.

Existing store sales dipped year on year in August as the recent heatwave facilitated the offloading of summer goods, but sales of autumn clothing struggled to take off.